

Message Text

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ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 SS-20 EB-11 RSC-01 /043 R

66603

DRAFTED BY: COM/BIC/OIM/AF/MLMANLEY

APPROVED BY: EB/OCA/REP:GPWILSON

COM/BIC/OIM/AF/SK MILLER

STATE/AF/E/BROGERS(BY PHONE)

COM/BIC/OIM/AF/TFFIEDLER

STATE/AF/S/SMCDONALD (BY PHONE)

COM/BDC/JLIEN(BY PHONE)

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R 061715Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY DAR ES SALAAM

AMEMBASSY NAIROBI

AMCONSUL LOURENCO MARQUES

UNCLAS STATE 044682

E.O. 11652: N/A

TAGS: BEXP, TZ, KE, MZ

SUBJECT: TRADE INQUIRY

1. PAUL MUELLER COMPANY, SPRINGFIELD, MISSOURI HAS INQUIRED ABOUT THE MARKET POTENTIAL FOR ITS STAINLESS STEEL BULK MILK COLLING AND STORAGE TANKS FOR DAIRY FARMS. CAPACITY OF TANKS RANGES FROM 500 TO 6,000 GALLONS.

2. POST'S REPLY TO FOLLOWING POINTS RAISED BY RODNEY GOODWIN, MUELLER INTERNATIONAL SALES REPRESENTATIVE, IS REQUESTED PROVIDED THAT SUCH INFORMATION IS READILY OBTAINABLE WITHOUT TAXING POST'S RESOURCES.

3. A) IMPORT/EXCHANGE CONTROLS WHICH WOULD TEND TO LIMIT THIS MARKET FOR U.S. PRODUCTS DESCRIBED PARA. 1 ABOVE.

B) NAMES AND NATIONALITIES OF FIRMS, IF ANY, MANUFACTURING SIMILIAR PRODUCTS.

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4. POST'S OPINION AS TO THE PRACTICALITY OF A VISIT BY MUELLER
REPRESENTATIVE FOR PURPOSE OF CALLING ON DAIRY OFFICIALS WULD
BE APPRECIATED. VISIT OF RODNEY GOODWIN TENTATIVELY SET FOR
APRIL.

5. MUELLER CATALOGS BEING AIRPOUCHED.

ACTION NAIROBI ONLY

6. KENYA EMBASSY, WASHINGTON, SUGGESTS EMBASSY MAY WISH TO ASK
MR. KABETU OR MR. MUCOKI OF DIRECTORATE OF SUPPLIES MINCOM
IF KENYA COOPERATIVES CREAMERIES WOULD BE INTERESTED IN SEEING
MUELLER REPRESENTATIVE. KISSINGER

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